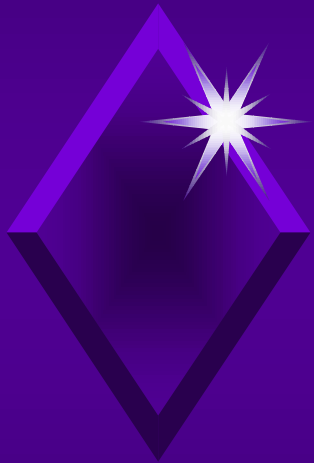
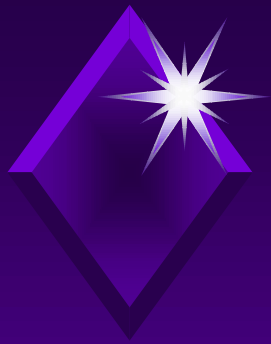


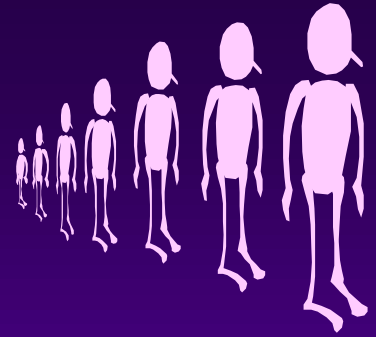
*Partnering for Success
in the New STRICOM
Acquisition
Environment*



Harlan F. Gottlieb
STRICOM Chief Counsel and
Partnering Champion



Partnering



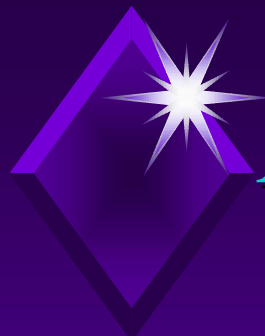
- ◆ WHAT: Process to obtain a mutual understanding of goals, improve communication and define clear process for program decisions and conflict resolution
- ◆ HOW: Use of AMC Partnering for Success Program
- ◆ WHO: Contractor, Government and User Communities



What Partnering Does:



- ◆ Avoids surprises
- ◆ Resolve disputes expeditiously at the lowest possible level;
- ◆ Facilitate improved contract performance through enhanced communications;
- ◆ Relationship based upon teamwork, cooperation, and a shared vision for success;
- ◆ Focus on accomplishing common goals and objectives.



Benefits of Partnering *Partnering...*

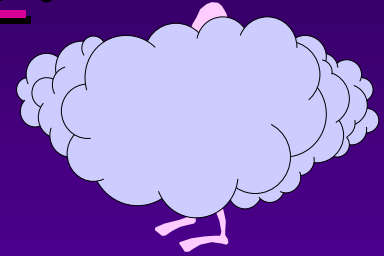


- ◆ Builds trust and encourages open communication
- ◆ Enables the parties to anticipate and resolve problems
- ◆ Avoids disputes through informal conflict management procedures
- ◆ Avoids litigation through the use of Alternative Dispute Resolution
- ◆ Generates harmonious business relations
- ◆ Focuses on the mutual interests of the parties



Partnering Is NOT:

- ◆ Mandatory
- ◆ A panacea
- ◆ A one-way street
- ◆ Successful without total commitment
- ◆ A waiver of the parties' contractual rights
- ◆ Inconsistent with any acquisition-related statute or regulation
- ◆ Contrary to the government's or contractor's business interests





AMC Model Partnering Process

Step 1: Communicating with Industry

Step 2: Getting Started

Step 3: Conducting the Workshop and
Developing the Charter

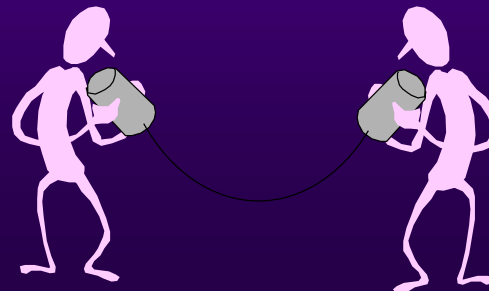
Step 4: Making It Happen

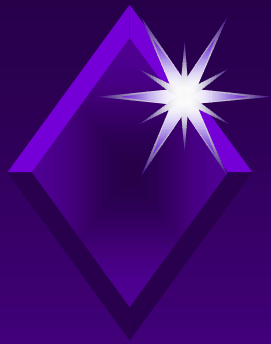


Step No. 1

Communicating With Industry

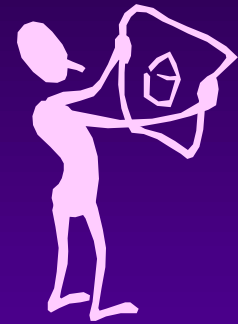
- ◆ Extending the invitation to Partner
- ◆ Securing a Mutual Agreement to Partner





Step No. 2

Getting Started



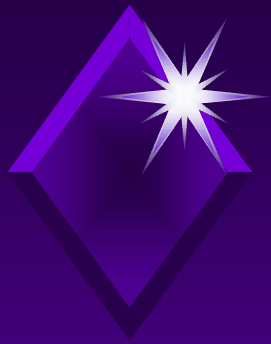
◆ Making the Commitment

Senior management

Program Stakeholders

Empowerment of Participants

Designation of “Champions”

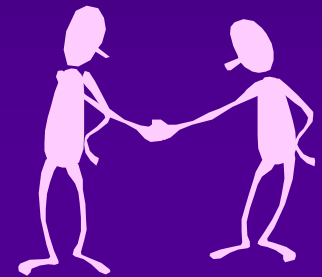


Step No. 3

Conducting the Workshop and Developing the Charter

◆ **Selecting a Facilitator**

Role of the Facilitator



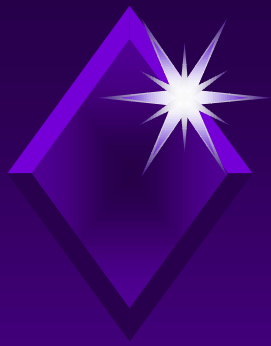
◆ **Preparing for the Workshop**

Selecting the Participants

Reviewing the Contract

Choosing a Workshop Site

Coordinating with the Facilitator

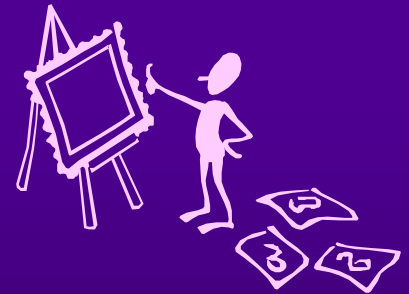


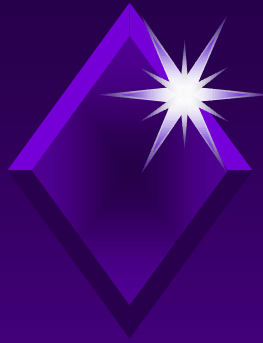
Step No. 3 (cont.)

Conducting the Workshop and Developing the Charter

◆ Conducting the Workshop

- ✓ Team-building
- ✓ Roles & Responsibilities
- ✓ The Charter or Agreement
- ✓ Problem Resolution
 - Rocks in the Road
 - Conflict Escalation
 - Alternative Dispute Resolution
- ✓ Measuring Success





Step No. 4

Making It Happen

- ◆ Following Procedures
- ◆ Active Champion Involvement
- ◆ Continuous Communication
- ◆ Identification of Problems and Joint Problem-Solving
- ◆ Periodic Reviews
- ◆ Measure Success
- ◆ Reinforcement





Overarching Partnering Agreements

- ◆ Senior management formalize commitment to use partnering process in performance and administration of subsequent contractual efforts
- ◆ Use four step process discussed previously



INTERESTED?

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